

MILLSTEIN MARKET REPORT

Mill Valley Real Estate



2022 MID-YEAR

Golden Gate | Sotheby's
INTERNATIONAL REALTY

Mark Millstein
mark.millstein@sothebysrealty.com
415 601 9240



"We highly recommend Mark Millstein to anyone looking for a great real estate broker.

Mark is personable, intelligent and very knowledgeable, and he is able to quickly and keenly assess and communicate what needs to be done in the complexity of each phase of selling a house. His significant experience, not only on the business and negotiations end, but also with remodeling homes, was invaluable in enabling us to quickly and efficiently prepare our house to ready it for sale. We also appreciated his honesty, dependability, and authenticity during the process. All of these qualities, together with his excellent responsiveness, resourcefulness, and efficiency, made Mark an invaluable resource and partner throughout the sale process."

– Linda and John D.

Market Summary

The Marin County home market continued its hot streak in the first half of 2022, as the average selling price increased by 11% from the previous six-month period. The new average sale was a record \$2.4 million – due in large part to seventy-three percent of homes selling over the asking price, continuing an upward trend.

Recent increases in mortgage interest rates, inflation, stock market declines, and recession fears are beginning to show preliminary market reaction, but the real indicator of any significant market shift will be seen during the second half of 2022.

The speed and change in market conditions are highly city-specific and supply-driven: communities experiencing a continual low number of homes for sale will benefit from buyers who are motivated and able to purchase, with buyer competition possibly moving to a lower level.

Mill Valley

The first half of 2022 was another record-setting period for Mill Valley real estate. Slightly more homes sold compared to the previous six months (2nd half 2021) – 191 versus 185. More expensive homes sold, as the average selling price increased to a record \$2,887,000, a 17% increase compared to the second half of 2021.

A record number of buyers purchased homes priced above \$5 million, with 17 sold compared to 8 sold in 2nd half of 2021.

Nearly 73% of all homes sold above the asking price, at an average 23% above the asking price!

With continued high demand for homes in Mill Valley, the impact of higher interest rates, recession worries, and stock market volatility may have a less muted effect on pricing and sales activity going forward than other markets. Even so, activity may become somewhat limited by potential buyer reluctance, pending the state of the economy.

With market dynamics transitioning, it is now even more important to prepare your home to look its best. Please call me to discuss maximizing the value of your home and pricing. I can also share with you how I can make your selling experience – from readying your home for sale to clear through the end of your move – hassle-free.

Best Regards,

Mark Millstein
Golden Gate Sotheby's International Realty
415-601-9240
mark.millstein@sothebysrealty.com

The Mark Millstein Difference

After renovating, building, and selling many homes in Marin, I can pinpoint changes worth making to maximize your property's value. I offer my clients the following:

- **Pre-sale home improvements.** My trusted network of tradespeople – and my willingness to manage them – saves my clients money and hassle.
- **Extensive experience.** A top producing broker for a decade, I work with Marin's most active real estate firm, Golden Gate Sotheby's International.

2022 Mid-Year Residential Real Estate Activity in Mill Valley

185	\$2,887,000	\$1,268	71%
Homes sold \$1M and above (versus 191 in 2 nd half 2021)	Record average sale price (versus \$2.4M in 2 nd half 2021)	Record avg. price per sq. ft. (vs. \$1,068 in 2 nd half 2021)	Homes sold above asking price (vs. 66% in 2 nd half 2021)

23%	58%	80%
Average amount sold above asking price (versus 13% in 2 nd half 2021)	Sellers received multiple offers (versus 54% in 2 nd half 2021)	Homes in escrow within 15 days on market (versus 57% in 2 nd half 2021)

51	71	33	13	7	10
Homes sold between \$1-2 million (versus 92 in 2 nd half 2021)	Homes sold between \$2-3 million (versus 49 in 2 nd half 2021)	Homes sold between \$3-4 million (versus 28 in 2 nd half 2021)	Homes sold between \$4-5 million (versus 14 in 2 nd half 2021)	Home sold between \$5-6 million (versus 4 in 2 nd half 2021)	Homes sold above \$6 million (versus 4 in 2 nd half 2021)
—	—	—	—	—	—
\$1,115	\$1,197	\$1,327	\$1,554	\$1,936	\$1,497
Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.	Avg. price per sq. ft.

- **Data-driven insight.** I extensively analyze market activity so that my clients have a meaningful understanding of the market and can make better decisions.
- **Negotiating power.** Contract negotiations and home inspections are complex; the devil is in the details. I scrutinize those details to develop a strategy that eliminates surprises. Whether buying or selling, my clients have the upper hand in understanding their contracts and inspection reports.

My role is to understand the data and use market intelligence to support you in navigating this dynamic environment. I am always available to discuss strategies for selling your home, purchasing a new home, or to address any questions you may have.

Seeing the possibilities in a property is my art. Maximizing value for my clients is a science. I hope you will consider contacting me for your future real estate needs.

Mill Valley Homes Sold \$1.5M - \$2M

January-June 2022

Address	Selling Price (in \$)	Initial Price (in \$)	Selling Price Per Sq. Ft. (in \$)	Approx. Size of Home (in sq. ft.)	Bedrooms / Baths (bd. / ba.)	Approximate Lot Size (in acres)*	Days On Market
60 Kipling	1,500,000	1,075,000	752	1,994	4 / 4	.22	-
146 Belvedere	1,500,000	1,050,000	1,604	935	2 / 1	.14	15
429 E Blithedale	1,500,000	1,395,000	1,582	948	2 / 1	.08	13
704 Bay	1,590,000	1,750,000	883	1,800	3 / 2	.20	124
708 Cabin	1,595,073	1,295,000	1,286	1,240	2 / 1.5	.14	6
560 Ralston	1,600,000	1,795,000	689	2,320	3 / 2	.27	49
240 Cleveland	1,635,000	1,295,000	1,508	1,084	3 / 2	.16	7
688 Sequoia Valley	1,650,000	2,180,000	867	1,903	3 / 3	.63	-
29 Walnut	1,660,000	1,295,000	2,114	785	2 / 1	.13	7
815 Spring	1,670,000	1,250,000	1,453	1,149	3 / 1.5	.17	6
232 Cleveland	1,676,000	1,275,000	1,588	1,055	2 / 2.5	.08	7
250 Rose	1,680,000	1,750,000	879	1,911	3 / 2	.34	30
463 Live Oak	1,700,000	1,395,000	1,240	1,370	3 / 1	.16	13
347 Starling	1,702,000	1,495,000	1,235	1,378	4 / 2	.14	22
51 Bayview	1,727,288	1,295,000	1,338	1,290	2 / 1	.22	9
902 W California	1,730,000	1,775,000	1,222	1,415	4 / 2	.16	7
268 Sycamore	1,735,000	1,395,000	1,459	1,189	3 / 2	.13	11
120 Carlotta	1,750,000	1,988,000	932	1,876	4 / 2	.30	61
263 Cardinal	1,750,000	1,595,000	1,194	1,465	3 / 2	.16	15
93 Lovell	1,775,000	1,649,000	953	1,841	3 / 2	.07	9
312 Panoramic	1,775,000	1,295,000	1,316	1,348	3 / 2	.20	8
240 E Strawberry	1,800,000	1,800,000	1,320	1,363	3 / 2	.28	12
358 Starling	1,810,000	1,810,000	1,280	1,414	3 / 2	.17	-
331 Magee	1,825,000	1,295,000	1,533	1,190	2 / 1	.48	14
8 Neila	1,825,000	1,695,000	920	1,983	3 / 3	.17	9
398 Durant	1,850,000	1,749,000	832	2,221	3 / 2.5	.09	19
116 Magee	1,875,000	1,900,000	439	4,267	4 / 3	.82	152
354 Starling	1,900,000	1,699,000	1,299	1,462	3 / 2	.14	36
736 Panoramic #A	1,900,000	1,995,000	777	2,443	5 / 3.5	.44	58
216 Altamonte	1,900,000	1,944,000	904	2,100	3 / 2.5	.15	21
42 Morning Sun	1,925,000	1,700,000	1,398	1,376	3 / 2	.23	6
9 Bay Vista	1,950,000	1,549,000	1,425	1,368	2 / 1	.31	-
288 Morning Sun	1,950,000	1,395,000	1,434	1,359	3 / 2	.07	6
213 Belvedere	1,955,000	1,997,000	1,086	1,800	3 / 2	.14	28
334 Laurel	1,975,000	1,975,000	1,089	1,812	3 / 2	.30	-
361 N Ferndale	1,985,000	1,985,000	762	2,605	4 / 3	.18	19
46 Meadow	1,995,000	1,995,000	1,329	1,501	3 / 2	.15	28

* (1 acre = 43,560 sq. ft.)

Mill Valley Homes Sold \$2M - \$3M

January-June 2022

Address	Selling Price	Initial Price	Selling Price Per Sq. Ft.	Approx. Size of Home	Bedrooms / Baths	Approximate Lot Size	Days On Market
	(in \$)	(in \$)	(in \$)	(in sq. ft.)	(bd. / ba.)	(in acres)*	
241 Cleveland	2,000,000	1,595,000	1,230	1,626	3 / 2	.17	8
310 Cardinal	2,000,913	1,595,000	1,409	1,420	4 / 2	.15	8
16 Milland	2,010,000	1,995,000	932	2,156	3 / 2.5	.26	8
78 Nelson	2,025,000	1,595,000	1,516	1,335	3 / 2	.11	7
1002 Lovell	2,040,000	1,480,000	1,029	1,981	3 / 2.5	.21	10
40 Keats	2,050,000	2,250,000	877	2,335	4 / 2	.24	23
1094 W California	2,100,000	2,395,000	923	2,274	4 / 3	.17	45
118 Highland	2,100,000	1,795,000	1,079	1,946	3 / 2	.14	9
304 Poplar	2,100,000	1,799,000	895	2,346	3 / 3	.14	12
35 Cascade	2,100,000	1,995,000	1,111	1,890	3 / 3	.10	33
299 Hillside	2,100,000	2,300,000	1,419	1,479	2 / 2	.16	10
237 Rose	2,100,000	1,950,000	745	2,816	4 / 2.5	.29	12
353 Durant	2,110,000	1,895,000	1,030	2,047	3 / 2.5	.10	9
8 Dorset	2,125,000	1,850,000	1,348	1,576	3 / 2	.15	7
41 Plymouth	2,130,000	1,495,000	2,011	1,064	2 / 1	.13	10
90 Evelyn	2,150,000	2,150,000	945	2,275	3 / 2.5	.34	13
217 Beryl	2,150,000	1,795,000	1,241	1,732	3 / 2.5	.09	7
342 Starling	2,158,000	1,595,000	1,552	1,390	4 / 2	.17	7
316 Ross	2,160,000	2,160,000	1,658	1,302	2 / 2	.17	30
172 Lark	2,183,000	1,695,000	1,355	1,610	3 / 2	.30	11
134 Peralta	2,195,000	2,195,000	888	2,471	3 / 3	.12	10
2 Forest	2,200,000	1,785,000	1,246	1,765	3 / 2	.46	7
924 Ventura	2,200,000	1,895,000	1,119	1,965	3 / 2.5	.12	7
151 Homestead	2,215,000	1,795,000	1,468	1,508	3 / 3	.19	6
513 Brookline	2,227,000	1,829,000	1,246	1,786	4 / 3	.26	10
30 Wainwright	2,250,000	1,595,000	1,152	1,952	3 / 2.5	.26	12
33 Somerset	2,250,000	1,849,000	1,311	1,716	4 / 2	.15	12
14 Janes	2,250,000	1,980,000	1,190	1,890	4 / 2	.13	9
730 Cabin	2,270,765	1,795,000	1,058	2,145	3 / 2	.19	7
246 Perry	2,275,000	1,850,000	1,044	2,178	4 / 3	.18	8
335-335A Rose	2,292,119	2,195,000	1,108	2,068	3 / 3.5	.53	8
30 Del Casa	2,300,000	1,795,000	1,838	1,251	3 / 1	.18	8
340 Marion	2,300,000	2,000,000	1,211	1,899	3 / 2	.19	27
63 Cascade	2,300,000	1,895,000	1,522	1,511	3 / 2	.22	9
45 S Knoll	2,315,000	1,495,000	1,096	2,111	3 / 3	.25	6
429 Live Oak	2,315,000	1,595,000	1,320	1,753	3 / 2	.23	12
452 Wellesley	2,340,000	1,995,000	1,063	2,200	3 / 2.5	.17	12
560 Cascade	2,375,000	2,300,000	1,007	2,358	2 / 3	1.0	9
16 Manzanita	2,400,000	2,595,000	729	3,290	5 / 3	.64	17
116 Buena Vista	2,400,000	2,195,000	1,251	1,917	3 / 2	.11	7
347 Lovell	2,400,000	2,200,000	1,509	1,590	3 / 2.5	.13	38
119 Bayview	2,400,000	2,250,000	947	2,532	4 / 2	.48	1
155 Stanford	2,418,000	1,525,000	1,074	2,250	3 / 3	.12	12
22 Morning Sun	2,425,000	2,300,000	1,123	2,159	3 / 2.5	.18	12
541 Northern	2,450,000	2,400,000	816	3,002	4 / 4	.22	33
157 Marlin	2,485,000	2,300,000	1,553	1,600	4 / 2	.21	14
726 Marlin	2,500,000	2,495,000	1,357	1,842	3 / 2	.24	19
364 Dolan	2,500,000	1,895,000	1,134	2,203	3 / 2.5	.15	6
311 Morning Sun	2,500,000	1,895,000	967	2,585	4 / 3	.14	6
307 Lowell	2,510,000	2,100,000	1,004	2,500	4 / 3	.15	11
528 Alta	2,550,000	1,895,000	1,167	2,185	4 / 2.5	.15	8
659 Sequoia Valley	2,550,000	2,150,000	840	3,035	4 / 2.5	.20	10
284 Morning Sun	2,550,000	1,895,000	1,465	1,740	2 / 2.5	.10	6
3 Altamont	2,550,000	1,795,000	1,323	1,926	3 / 2.5	.14	8
476 Live Oak	2,600,000	2,199,000	860	3,020	3 / 5	.41	8
73 Lomita	2,642,500	2,785,000	770	3,430	6 / 5	.31	34
8 Rowan	2,710,000	1,995,000	1,436	1,886	4 / 3	.15	10
390 N Ferndale	2,715,000	2,695,000	1,462	1,856	3 / 2.5	.13	4
103 Bolsa	2,725,000	2,480,000	1,236	2,203	4 / 3	.12	9
809 Everest	2,758,000	2,295,000	1,404	1,964	4 / 3	.18	7
124 E Blithedale	2,800,000	3,050,000	740	3,780	4 / 3	.15	189
180-182 Locust	2,800,000	2,900,000	756	3,700	6 / 3	.21	136
61 N Knoll	2,800,000	2,695,000	552	5,072	7 / 5	.28	19
315 Hillside	2,850,000	2,500,000	2,261	1,260	3 / 1.5	.15	8
211 Meda	2,900,000	2,995,000	930	3,115	4 / 2.5	.22	17
250 Ethel	2,900,000	2,995,000	1,121	2,585	4 / 3	.82	12
289 Tamalpais	2,900,000	2,200,000	1,369	2,188	4 / 2	.61	1
17 Vista Real	2,935,000	2,995,000	1,095	2,678	4 / 3	.24	32
1 Manor Terrace	2,977,000	2,395,000	1,639	1,816	3 / 2	.10	10
237 Princeton	3,000,000	3,000,000	1,197	2,506	4 / 3.5	.18	-

Mill Valley Homes Sold \$3M and Above

January-June 2022

PRSR STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

Address	Selling Price (in \$)	Initial Price (in \$)	Selling Price Per Sq. Ft. (in \$)	Approx. Size of Home (in sq. ft.)	Bedrooms / Baths (bd. / ba.)	Approximate Lot Size (in acres)*	Days On Market
20 Cushing	3,000,000	2,977,000	1,005	2,985	5 / 3.5	.68	8
67 Meadow	3,005,000	2,695,000	1,525	1,970	4 / 3	.16	2
332 Ridgewood	3,015,000	2,695,000	1,558	1,935	4 / 2	.16	8
665 Edgewood	3,025,000	3,500,000	952	3,176	4 / 3.5	.36	60
330 Sheffield	3,050,000	2,950,000	1,028	2,966	4 / 2.5	1.37	4
363 N Ferndale	3,050,000	2,795,000	1,148	2,656	4 / 2.5	.90	-
1104 Western	3,050,000	2,400,000	871	3,500	4 / 3.5	.25	18
411 Wellesley	3,100,000	2,795,000	1,015	3,052	4 / 3	.46	13
6 Mirabel	3,100,000	3,100,000	1,604	1,932	3 / 3	.37	63
412 Laverne	3,250,000	2,695,000	1,561	2,082	3 / 3	.29	10
409 Throckmorton	3,250,000	3,400,000	1,499	2,167	4 / 3.5	.11	61
835 Smith	3,275,000	2,999,999	733	4,467	6 / 3.5	.33	10
261 Loring	3,300,000	3,249,000	1,340	2,461	5 / 3.5	.19	22
57 Sycamore	3,300,000	2,595,000	1,572	2,099	3 / 2	.14	5
445 Wellesley	3,350,000	2,900,000	930	3,600	4 / 2.5	.72	25
9 Matilda	3,400,000	3,500,000	1,360	2,499	4 / 3	.16	-
870 Chamberlain	3,450,000	2,798,000	1,214	2,840	4 / 3	.23	6
232 Oakdale	3,500,000	2,795,000	1,391	2,515	3 / 2	.12	9
124 Lovell	3,500,000	3,295,000	1,323	2,645	4 / 3	.19	36
16 Vasco	3,500,000	2,995,000	1,606	2,178	4 / 2.5	.26	6
153 W Blithedale	3,515,000	3,175,000	1,678	2,094	3 / 2.5	.13	8
20 Blithedale Terrace	3,550,000	3,500,000	1,105	3,211	4 / 3.5	.34	12
419 Laverne	3,600,000	3,995,000	1,125	3,198	4 / 3.5	.23	169
7 Cottage	3,600,000	3,300,000	2,445	1,472	3 / 2.5	.13	5
17 Eton	3,610,000	3,495,000	1,223	2,950	4 / 3.5	.79	18
271 Buena Vista	3,705,000	3,795,000	1,306	2,835	3 / 3	.32	7
58 Sycamore	3,750,000	3,350,000	2,054	1,825	3 / 2	.21	7
38 Topside	3,800,000	3,495,000	1,013	3,750	5 / 3.5	.33	7
70 Bolsa	3,800,000	3,800,000	1,602	2,371	4 / 3	.69	3
916 Valley View	3,900,000	2,999,000	925	4,216	5 / 4.5	.3	15
177 W Blithedale	3,900,000	2,990,000	1,706	2,286	4 / 2.5	.13	11
100 Summit	3,995,000	3,995,000	1,170	3,414	5 / 3.5	.27	9
444 E Strawberry	4,000,000	2,754,000	1,595	2,507	2 / 2.5	.33	12
135 Elinor	4,050,000	3,500,000	1,605	2,522	5 / 4	.18	-
230 Edgewood	4,100,000	3,750,000	1,007	4,071	5 / 5	.30	10
657 Lovell	4,100,000	4,100,000	1,850	2,216	3 / 2	1.0	1
30 Sarah	4,225,000	2,495,000	2,189	1,930	4 / 2	.41	8
7 Ethel	4,400,000	4,500,000	1,162	3,785	4 / 4	.46	11
11 Bay Tree	4,550,000	3,960,000	1,442	3,155	5 / 3.5	.48	9
38 Sycamore	4,576,000	2,995,000	2,024	2,260	5 / 2	.18	11
8 Nina	4,700,000	4,995,000	1,044	4,500	4 / 3.5	.37	38
56 Walnut	4,800,000	3,695,000	2,173	2,208	4 / 2.5	.14	6
100 Laverne	4,900,000	4,500,000	1,367	3,582	4 / 4.5	.25	10
750 Lovell	4,945,000	4,995,000	1,435	3,446	4 / 3.5	3.41	21
209 Cascade	4,975,000	4,395,000	1,309	3,800	5 / 4	.71	3
335 Lovell	5,000,000	3,995,000	1,853	2,698	4 / 3.5	.13	14
4 Blithedale Terrace	5,150,000	4,650,000	1,797	2,865	4 / 4	.2	83
44 Locust	5,250,000	4,150,000	2,164	2,425	4 / 3.5	.15	3
53 S Knoll	5,300,000	3,995,000	1,474	3,595	5 / 4.5	.39	7
16 Hill	5,526,000	3,795,000	1,968	2,807	5 / 4	.09	-
45 Fern	5,925,000	4,395,000	2,122	2,791	4 / 3	.17	4
285 Hillside	5,995,000	5,995,000	2,174	2,757	3 / 4	.18	1
172 W Blithedale	6,000,000	5,498,000	1,585	3,785	5 / 3.5	.20	56
325 Buena Vista	6,150,000	5,495,000	1,529	4,020	4 / 6	.29	9
342 Laverne	6,400,000	5,995,000	1,143	5,595	5 / 6.5	.82	9
8 Sandy	6,440,000	6,500,000	1,119	5,755	4 / 4.5	1.35	9
11 Ethel	6,600,000	6,995,000	1,054	6,260	6 / 10	.53	24
41 Shell	6,800,000	6,950,000	1,801	3,775	6 / 4.5	.27	22
515-519 Throckmorton	7,000,000	7,995,000	1,552	4,509	5 / 9	.46	47
2 Salt Creek	7,700,000	7,295,000	1,540	5,000	5 / 6	.42	8
108 Ethel	10,000,000	8,995,000	1,765	5,665	4 / 5.5	.97	0
9 Walsh	10,500,000	12,500,000	1,886	5,566	6 / 4.5	.74	117

Mark Millstein | Golden Gate Sotheby's International, 100 Tiburon Boulevard, Mill Valley, CA 94941

T. 415 601 9240 | E. mark.millstein@sothebysrealty.com | calbre #00800285